



PROVIDING ENERGY. IMPROVING LIVES.

Third Quarter 2022

CONFERENCE CALL

Ponca City Refinery
PONCA CITY, OK

Cautionary Statement

This news release contains forward-looking statements within the meaning of the federal securities laws. Words such as “anticipated,” “estimated,” “expected,” “planned,” “scheduled,” “targeted,” “believe,” “continue,” “intend,” “will,” “would,” “objective,” “goal,” “project,” “efforts,” “strategies” and similar expressions that convey the prospective nature of events or outcomes generally indicate forward-looking statements. However, the absence of these words does not mean that a statement is not forward-looking. Forward-looking statements included in this news release are based on management’s expectations, estimates and projections as of the date they are made. These statements are not guarantees of future performance and you should not unduly rely on them as they involve certain risks, uncertainties and assumptions that are difficult to predict. Therefore, actual outcomes and results may differ materially from what is expressed or forecast in such forward-looking statements. Factors that could cause actual results or events to differ materially from those described in the forward-looking statements include: the effects of any widespread public health crisis and its negative impact on commercial activity and demand for refined petroleum products; the inability to timely obtain or maintain permits necessary for capital projects; changes to worldwide government policies relating to renewable fuels and greenhouse gas emissions that adversely affect programs like the renewable fuel standards program, low carbon fuel standards and tax credits for biofuels; fluctuations in NGL, crude oil, and natural gas prices, and petrochemical and refining margins; our ability to consummate the proposed transaction to acquire all of the outstanding public common units of DCP Midstream, LP (DCP Midstream) and the timing and cost associated therewith; our ability to achieve the expected benefits of the integration of DCP Midstream and from the proposed transaction, if consummated; the diversion of management’s time on transaction and integration-related matters; unexpected changes in costs for constructing, modifying or operating our facilities; unexpected difficulties in manufacturing, refining or transporting our products; the level and success of drilling and production volumes around our Midstream assets; risks and uncertainties with respect to the actions of actual or potential competitive suppliers and transporters of refined petroleum products, renewable fuels or specialty products; lack of, or disruptions in, adequate and reliable transportation for our NGL, crude oil, natural gas, and refined products; potential liability from litigation or for remedial actions, including removal and reclamation obligations under environmental regulations; failure to complete construction of capital projects on time and within budget; the inability to comply with governmental regulations or make capital expenditures to maintain compliance; limited access to capital or significantly higher cost of capital related to illiquidity or uncertainty in the domestic or international financial markets, which may also impact our ability to repurchase shares and declare and pay dividends; potential disruption of our operations due to accidents, weather events, including as a result of climate change, acts of terrorism or cyberattacks; general domestic and international economic and political developments including armed hostilities (including the Russia-Ukraine war), expropriation of assets, and other political, economic or diplomatic developments; international monetary conditions and exchange controls; changes in governmental policies relating to NGL, crude oil, natural gas, refined petroleum products, or renewable fuels pricing, regulation or taxation, including exports; changes in estimates or projections used to assess fair value of intangible assets, goodwill and property and equipment and/or strategic decisions with respect to our asset portfolio that cause impairment charges; investments required, or reduced demand for products, as a result of environmental rules and regulations; changes in tax, environmental and other laws and regulations (including alternative energy mandates); political and societal concerns about climate change that could result in changes to our business or increase expenditures, including litigation-related expenses; the operation, financing and distribution decisions of equity affiliates we do not control; and other economic, business, competitive and/or regulatory factors affecting Phillips 66’s businesses generally as set forth in our filings with the Securities and Exchange Commission. Phillips 66 is under no obligation (and expressly disclaims any such obligation) to update or alter its forward-looking statements, whether as a result of new information, future events or otherwise.

This presentation includes non-GAAP financial measures. You can find the reconciliations to comparable GAAP financial measures at the end of the presentation materials or in the “Investors” section of our website.

Executing the Strategy



Sweeny Hub Fractionators
OLD OCEAN, TX

3Q 2022 Overview

\$MM (UNLESS OTHERWISE NOTED)

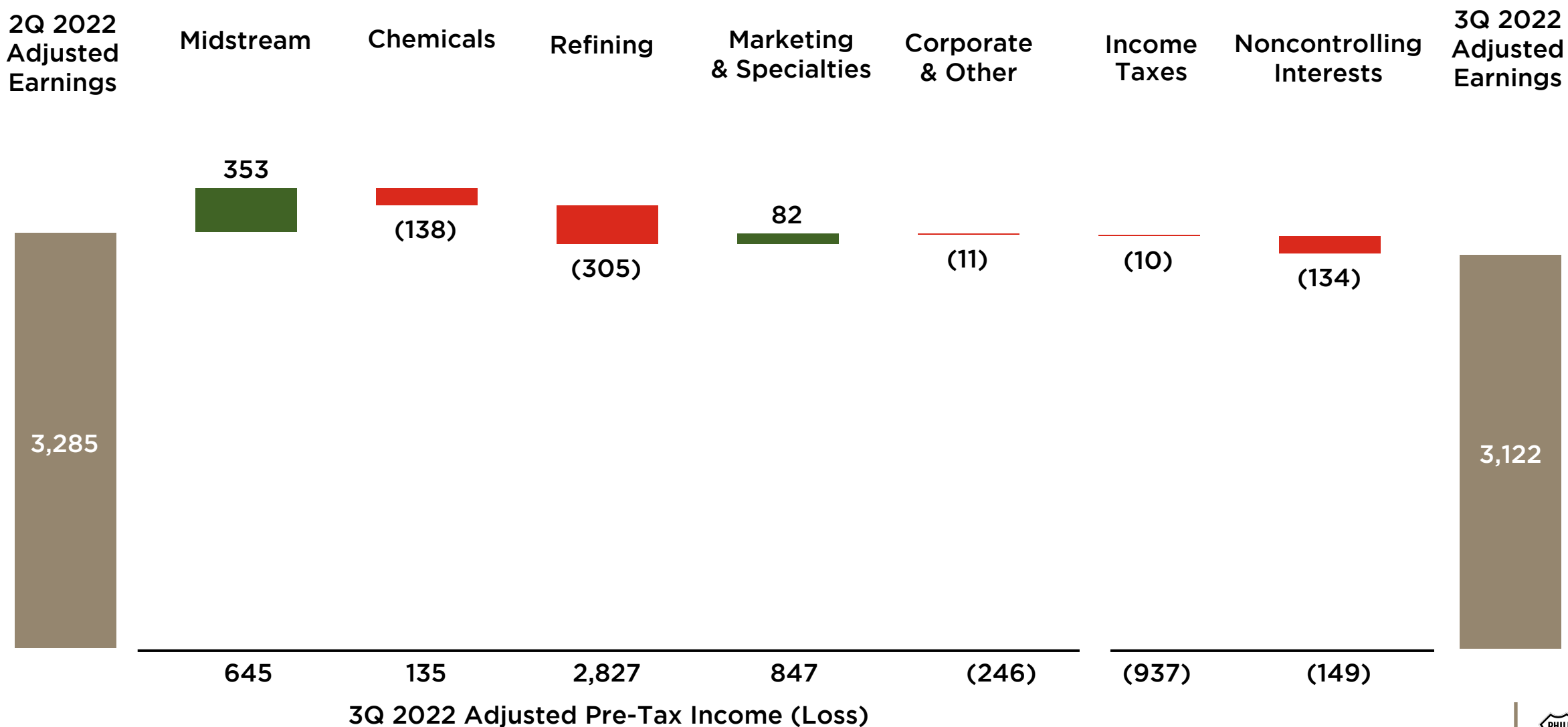
Adjusted earnings	3,122
Adjusted EPS ¹	6.46
Operating cash flow	3,144
Capital expenditures and investments	735
Shareholder distributions	1,160
Common shares outstanding at September 30	473 MM



1) Represents dollars per share. Q3 2022 is based on weighted-average diluted shares of 483 million.

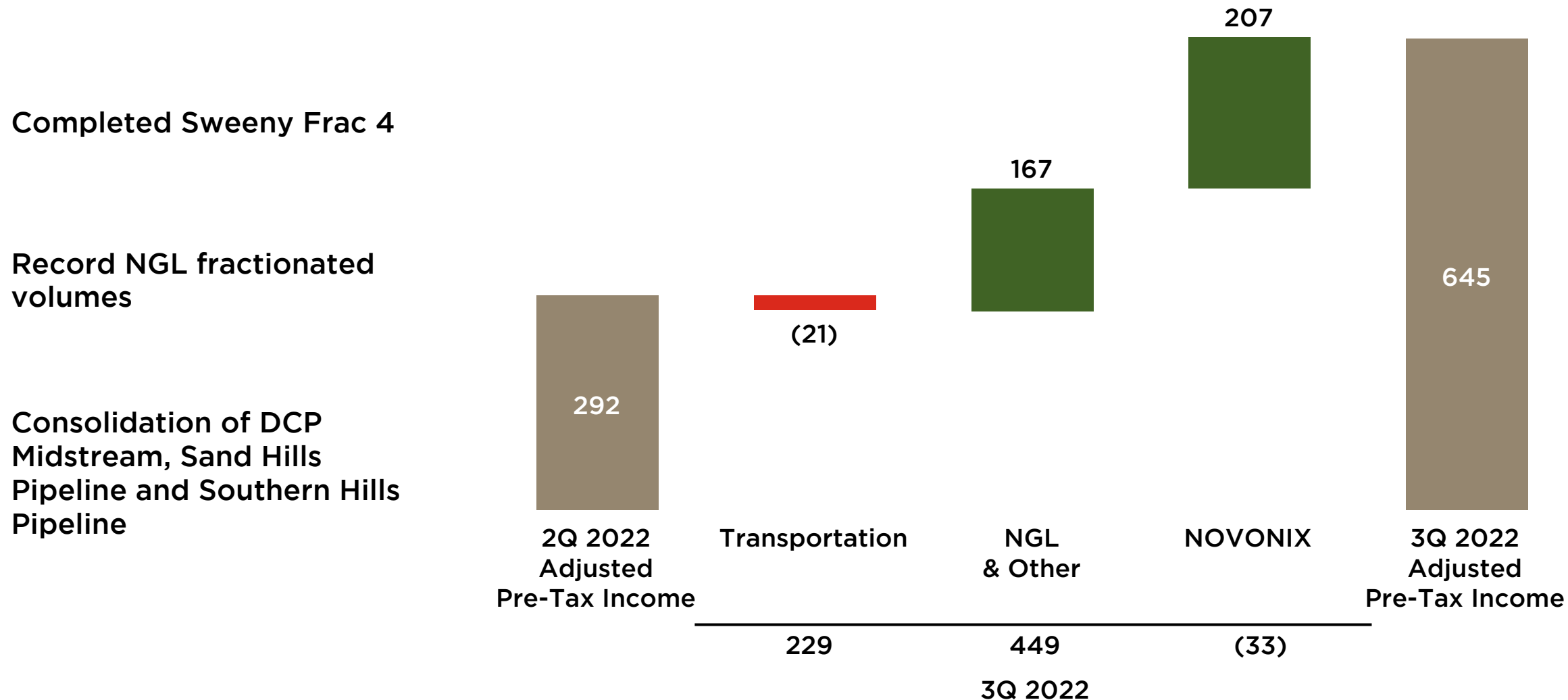
3Q 2022 Adjusted Earnings

3Q 2022 VS. 2Q 2022 (\$MM)



3Q 2022 Midstream Adjusted Pre-Tax Income

3Q 2022 VS. 2Q 2022 (\$MM)



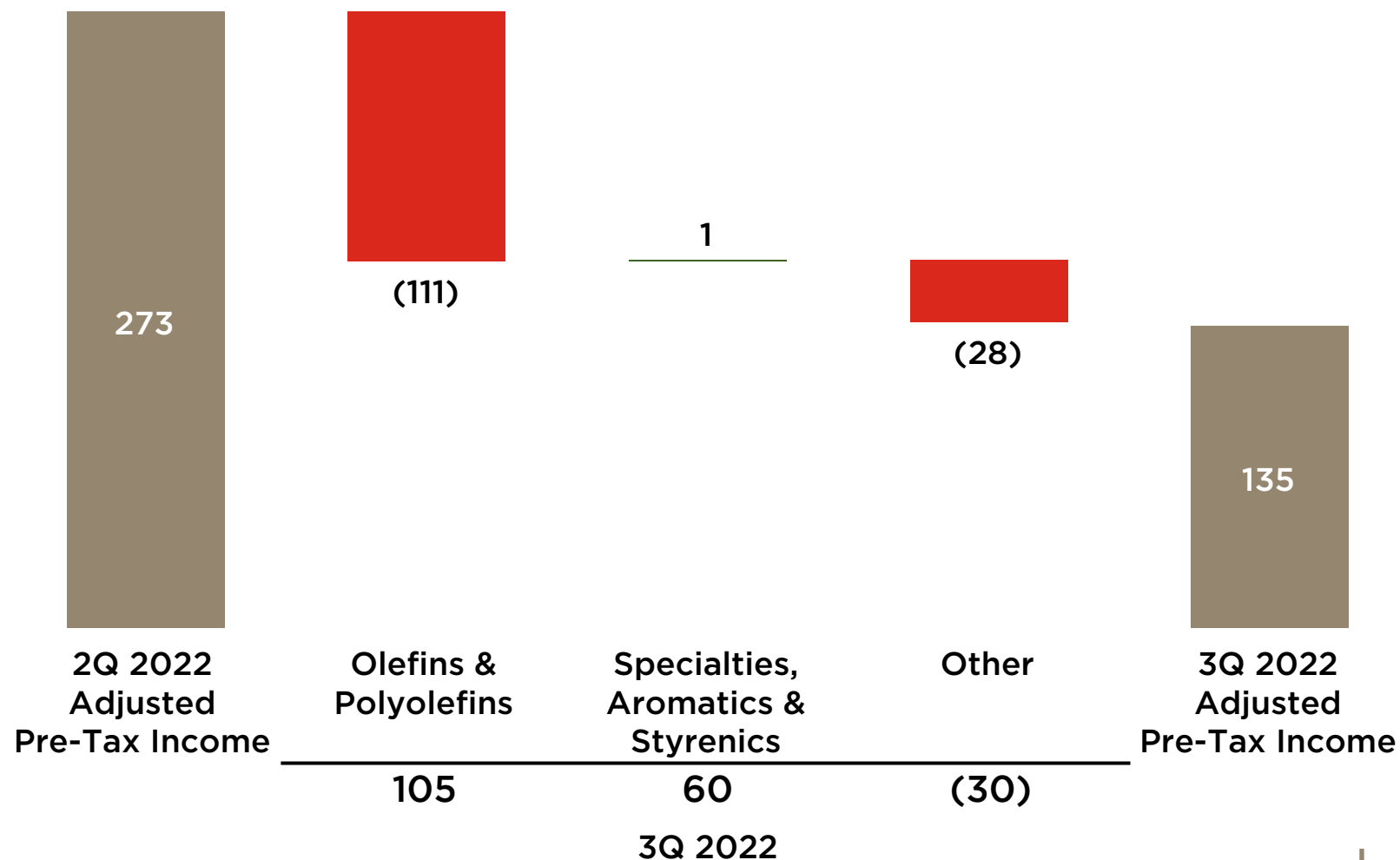
3Q 2022 Chemicals Adjusted Pre-Tax Income

3Q 2022 VS. 2Q 2022 (\$MM)

Lower O&P margins

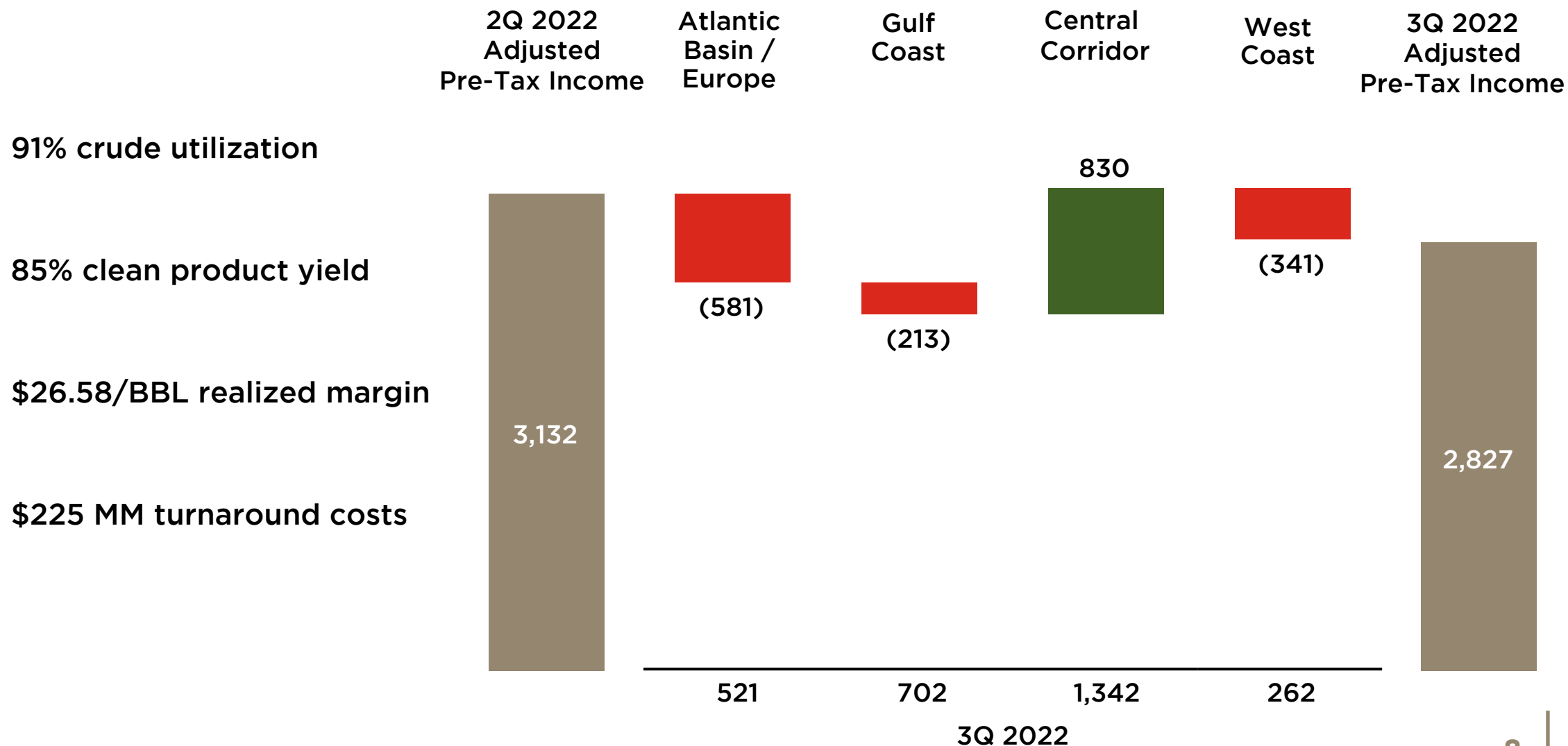
90% O&P utilization

CPChem distributions of
\$41 MM



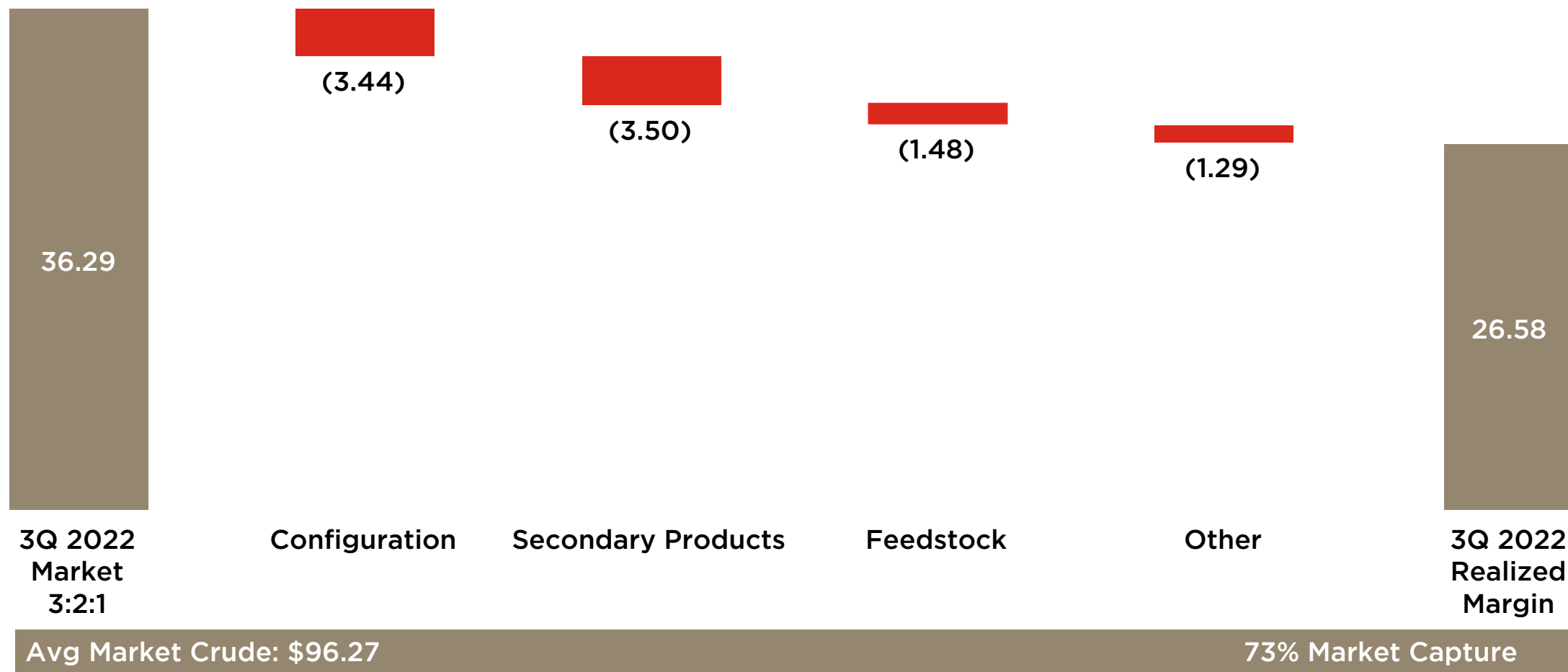
3Q 2022 Refining Adjusted Pre-Tax Income

3Q 2022 VS. 2Q 2022 (\$MM)



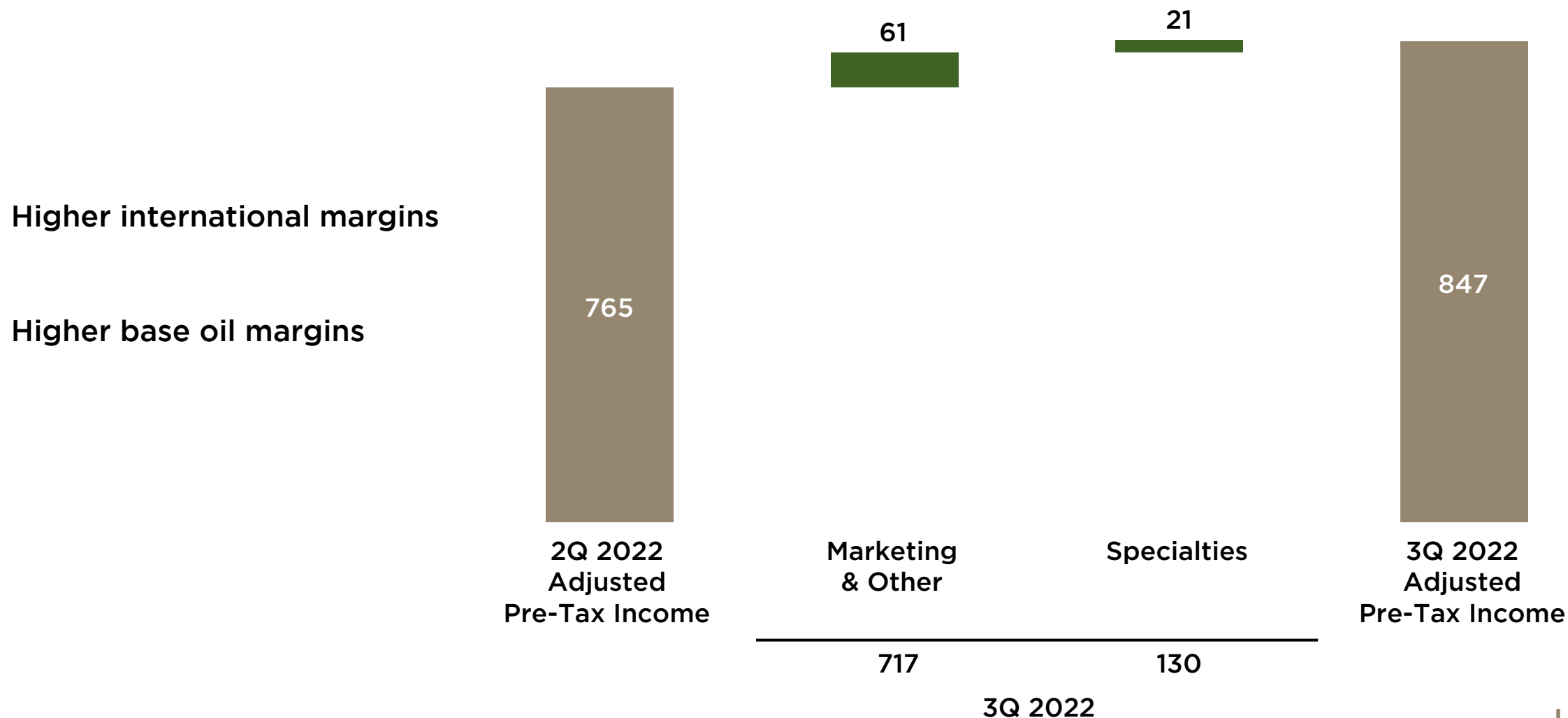
3Q 2022 Refining Margins – Market vs. Realized

WORLDWIDE REFINING (\$/BBL, UNLESS OTHERWISE NOTED)



3Q 2022 Marketing & Specialties Adjusted Pre-Tax Income

3Q 2022 VS. 2Q 2022 (\$MM)



3Q 2022 Corporate & Other Adjusted Pre-Tax Loss

3Q 2022 VS. 2Q 2022 (\$MM)

2Q 2022
Adjusted
Pre-Tax Loss



(235)

Net Interest
Expense



(9)

Corporate
Overhead
& Other



(2)

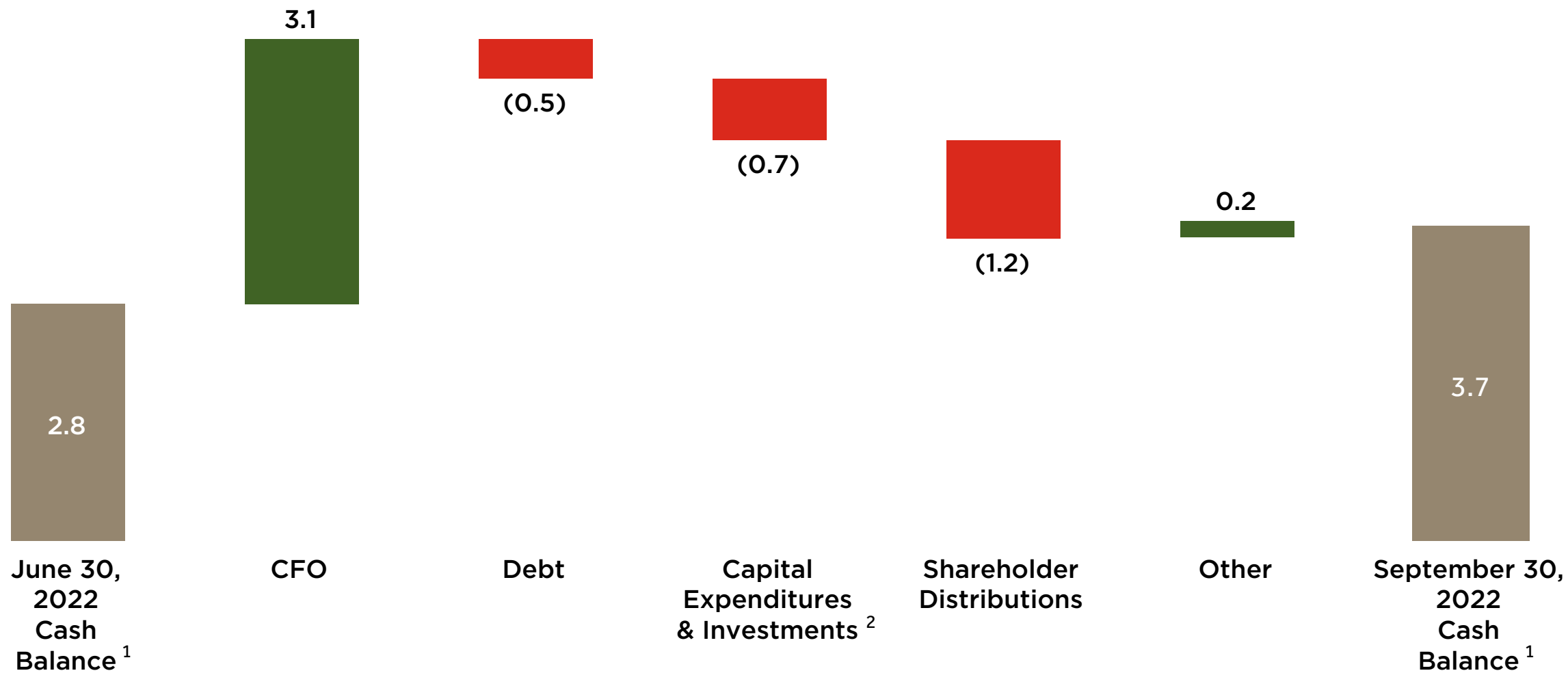
3Q 2022
Adjusted
Pre-Tax Loss



(246)

3Q 2022 Cash Flow

\$B



1) Includes cash and cash equivalents

2) Net of cash acquired

Outlook

4Q 2022

Global Olefins & Polyolefins utilization

Mid-90%

Refining crude utilization

Low - mid 90%

Refining turnaround expenses (pre-tax)

\$180 MM - \$220 MM

Corporate & Other costs (pre-tax)

\$300 MM - \$325 MM





Questions and Answers





Appendix



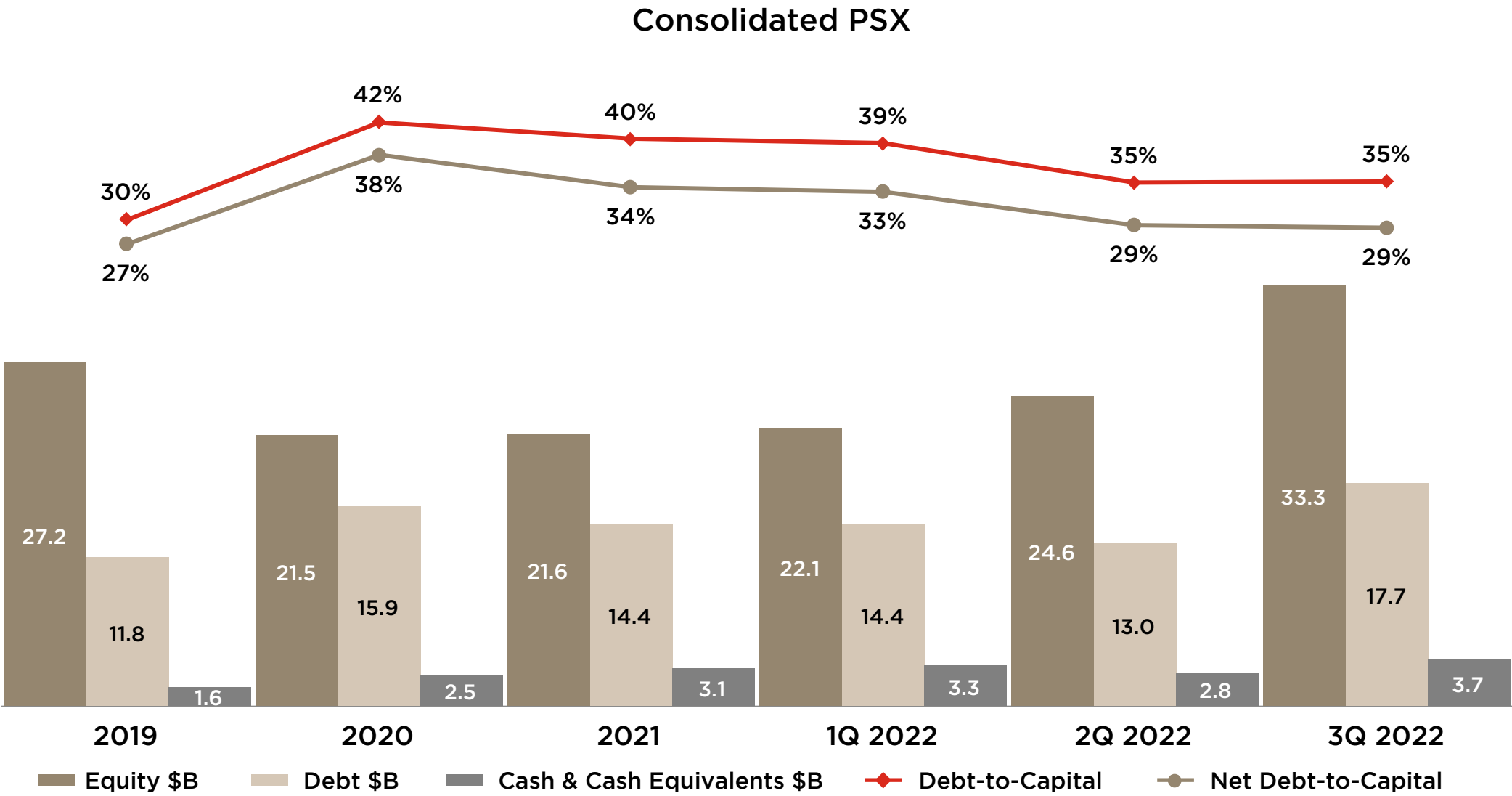
2022 Estimated Sensitivities

	Annual EBITDA \$MM
Midstream - DCP (net to Phillips 66)¹	
10¢/Gal Increase in NGL price	25
Chemicals - CPChem (net to Phillips 66)	
1¢/Lb Increase in Chain Margin (Ethylene, Polyethylene, NAO)	65
Worldwide Refining	
\$1/BBL Increase in Gasoline Margin	320
\$1/BBL Increase in Distillate Margin	285
Impacts due to Actual Crude Feedstock Differing from Feedstock Assumed in Market Indicators:	
\$1/BBL Widening WTI / WCS Differential (WTI less WCS)	100
\$1/BBL Widening LLS / Maya Differential (LLS less Maya)	75
\$1/BBL Widening LLS / WTI Differential (LLS less WTI)	25
\$1/BBL Widening WTI / WTS Differential (WTI less WTS)	30
10¢/MMBtu Increase in Natural Gas price	(15)

1) Annualized number reflects full year impact of the increased interest in DCP.

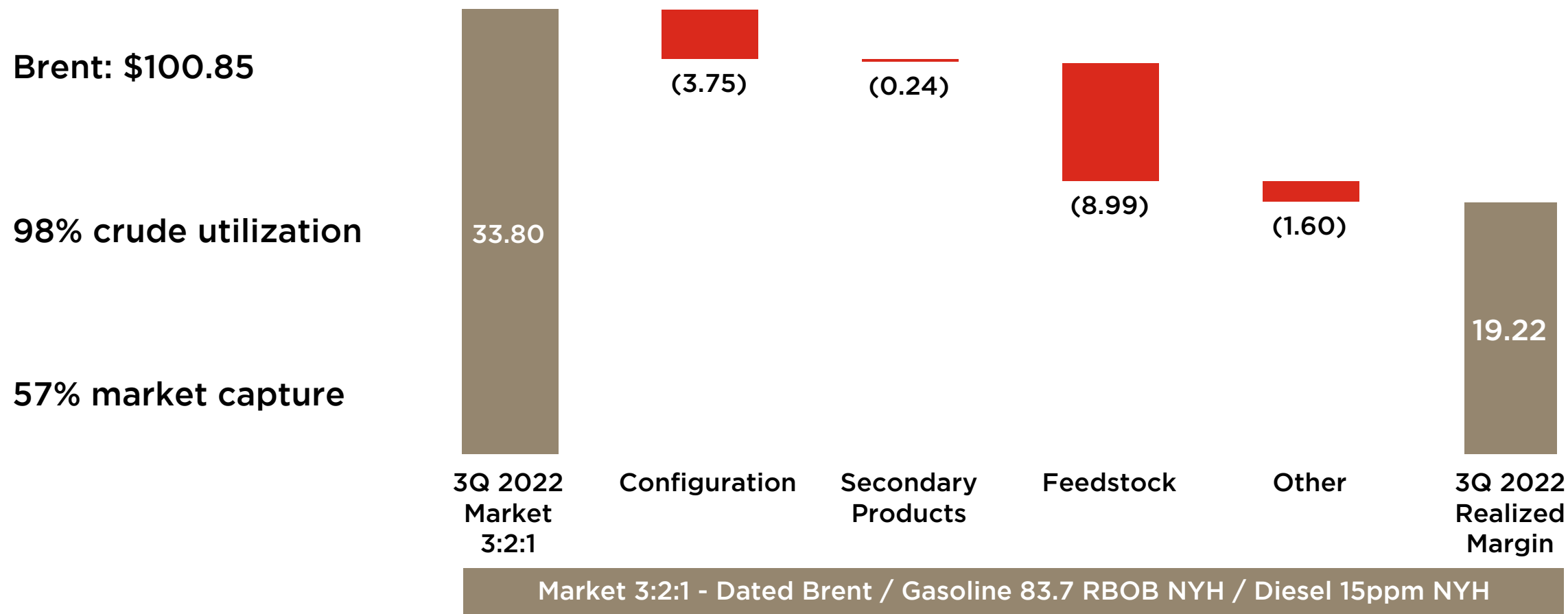


Capital Structure



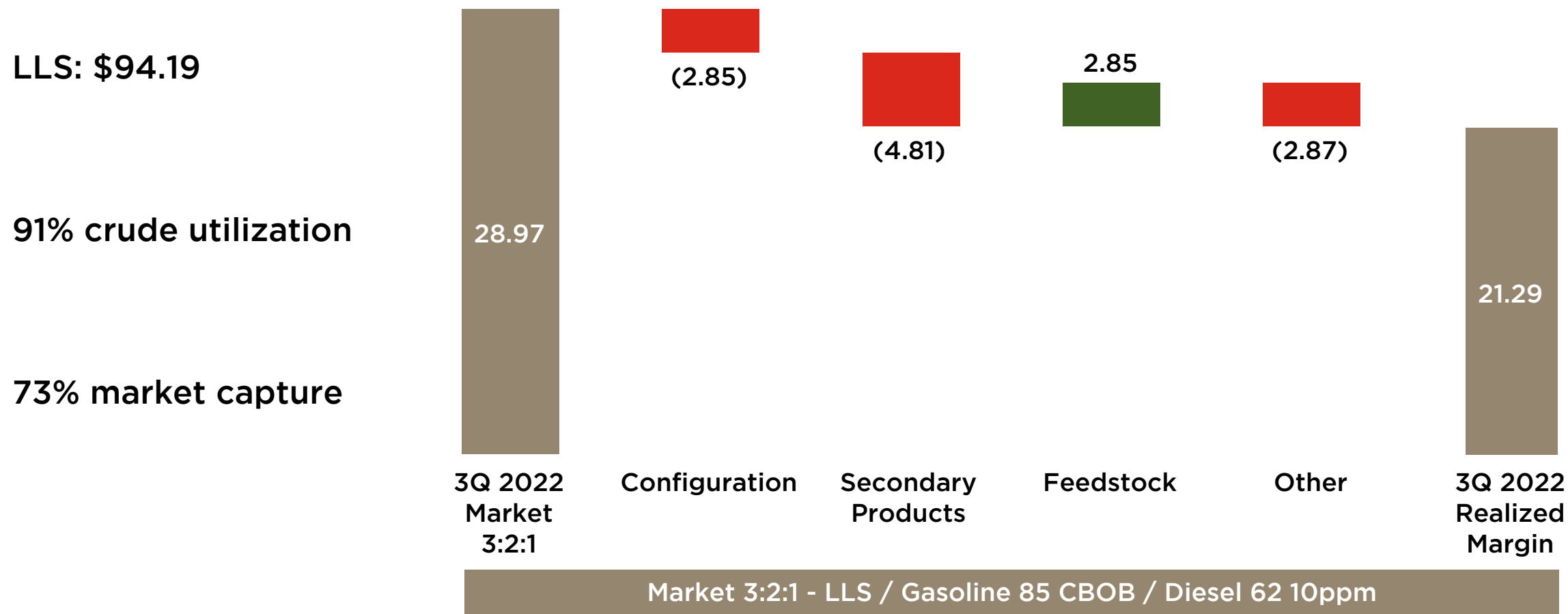
3Q 2022 Refining Margins – Market vs. Realized

ATLANTIC BASIN / EUROPE (\$/BBL, UNLESS OTHERWISE NOTED)



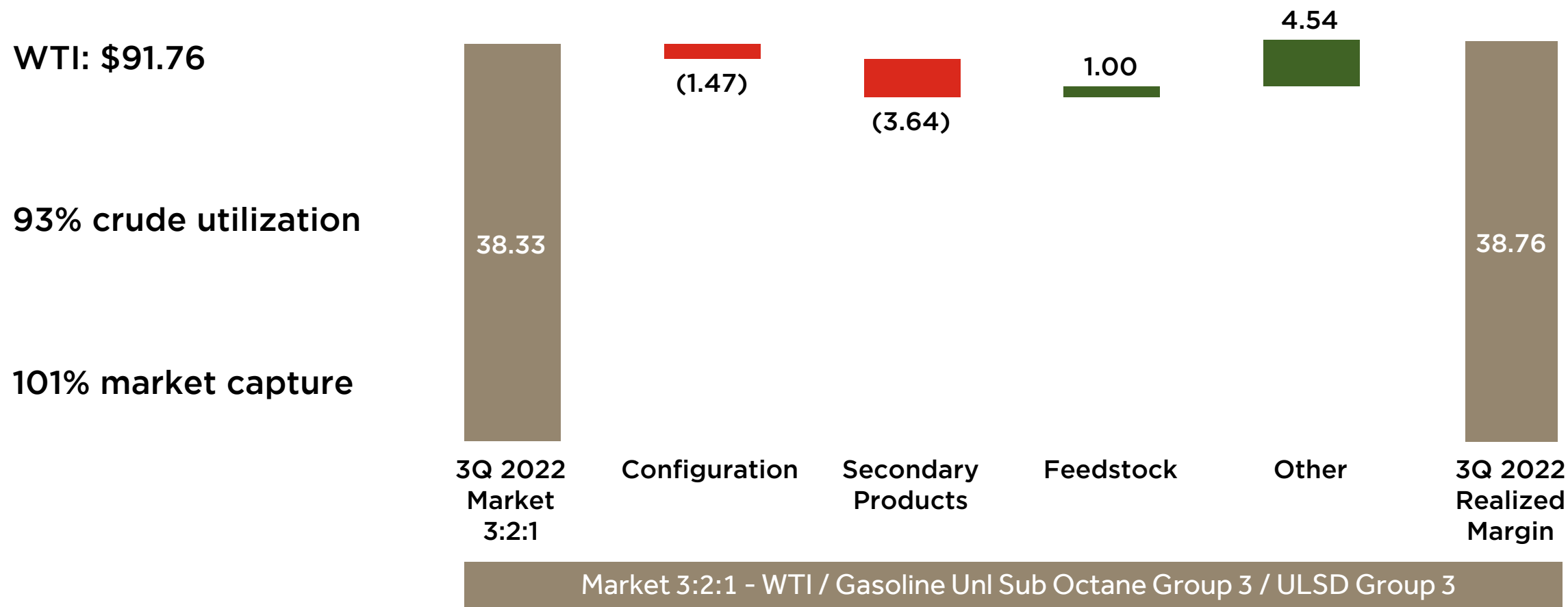
3Q 2022 Refining Margins – Market vs. Realized

GULF COAST (\$/BBL, UNLESS OTHERWISE NOTED)



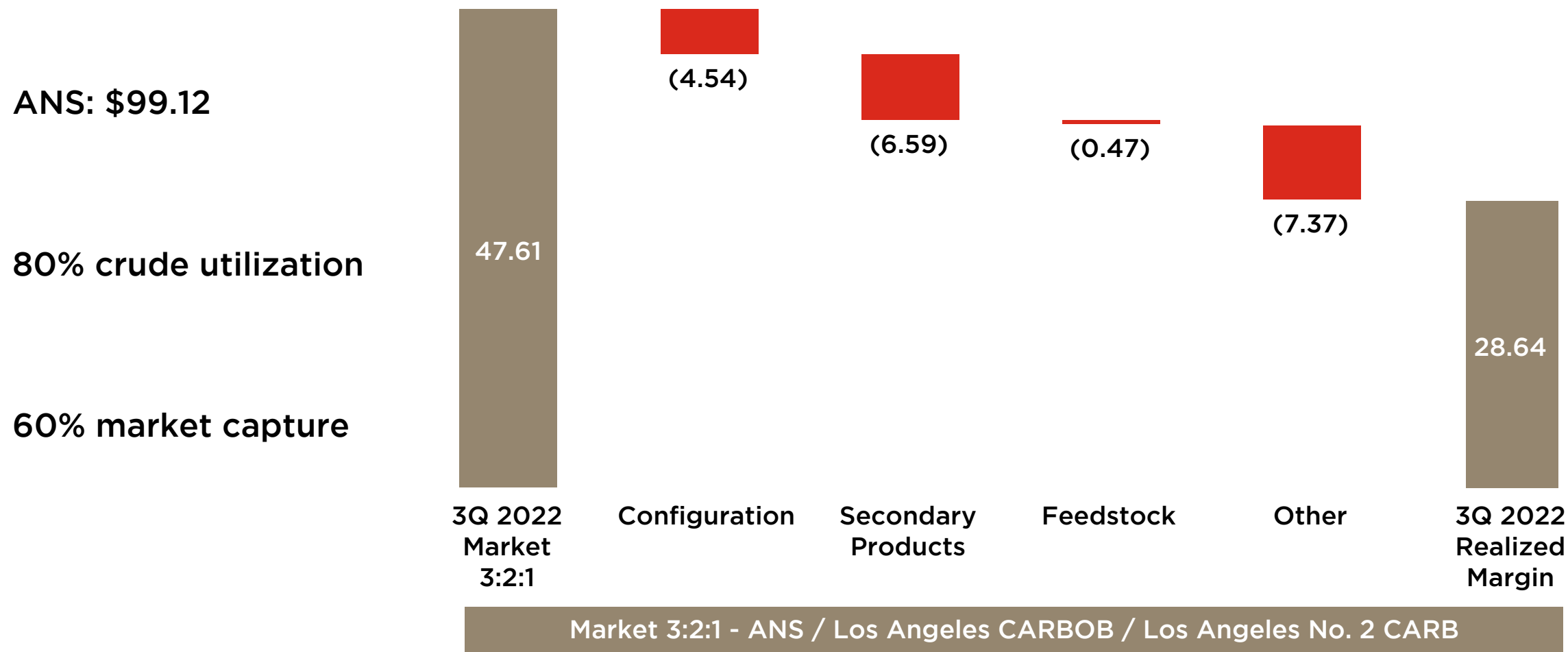
3Q 2022 Refining Margins – Market vs. Realized

CENTRAL CORRIDOR (\$/BBL, UNLESS OTHERWISE NOTED)



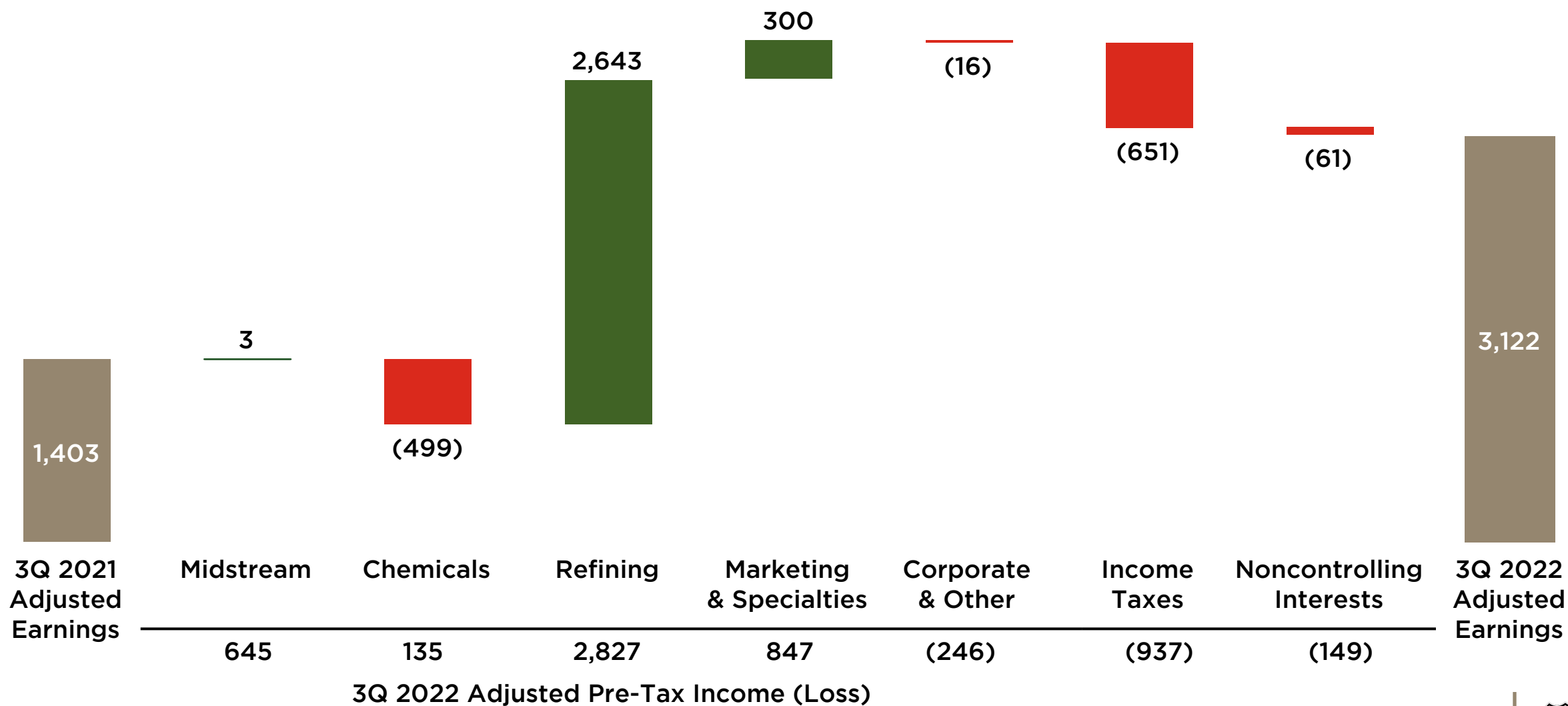
3Q 2022 Refining Margins – Market vs. Realized

WEST COAST (\$/BBL, UNLESS OTHERWISE NOTED)



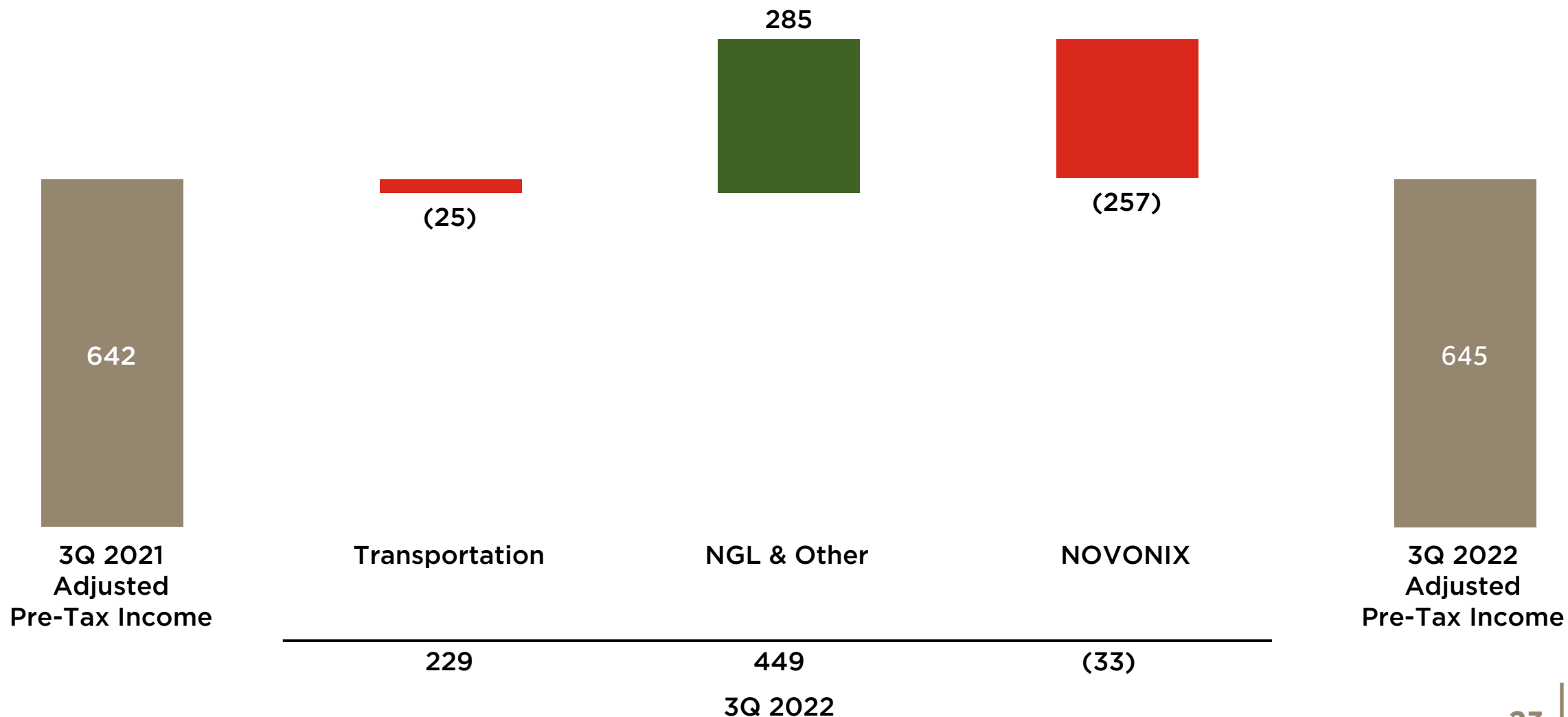
3Q 2022 Adjusted Earnings

3Q 2022 VS. 3Q 2021 (\$MM)



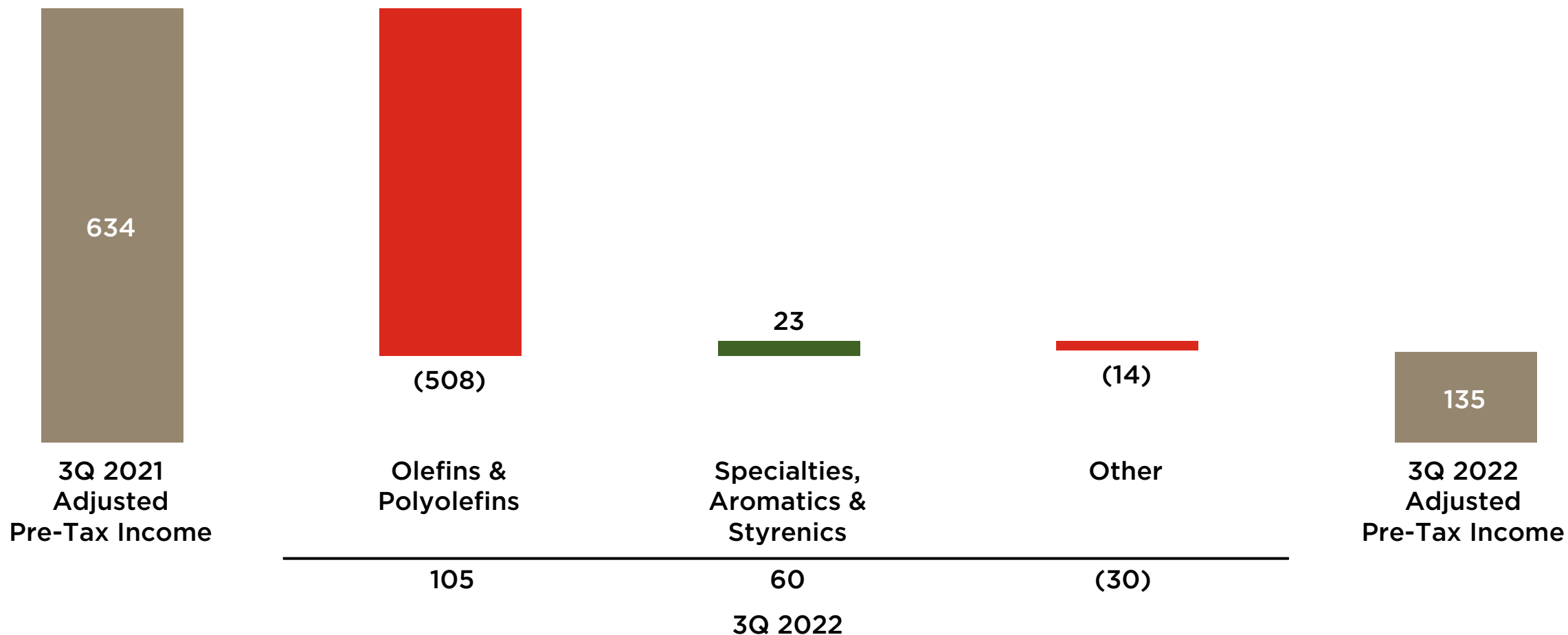
3Q 2022 Midstream Adjusted Pre-Tax Income

3Q 2022 VS. 3Q 2021 (\$MM)



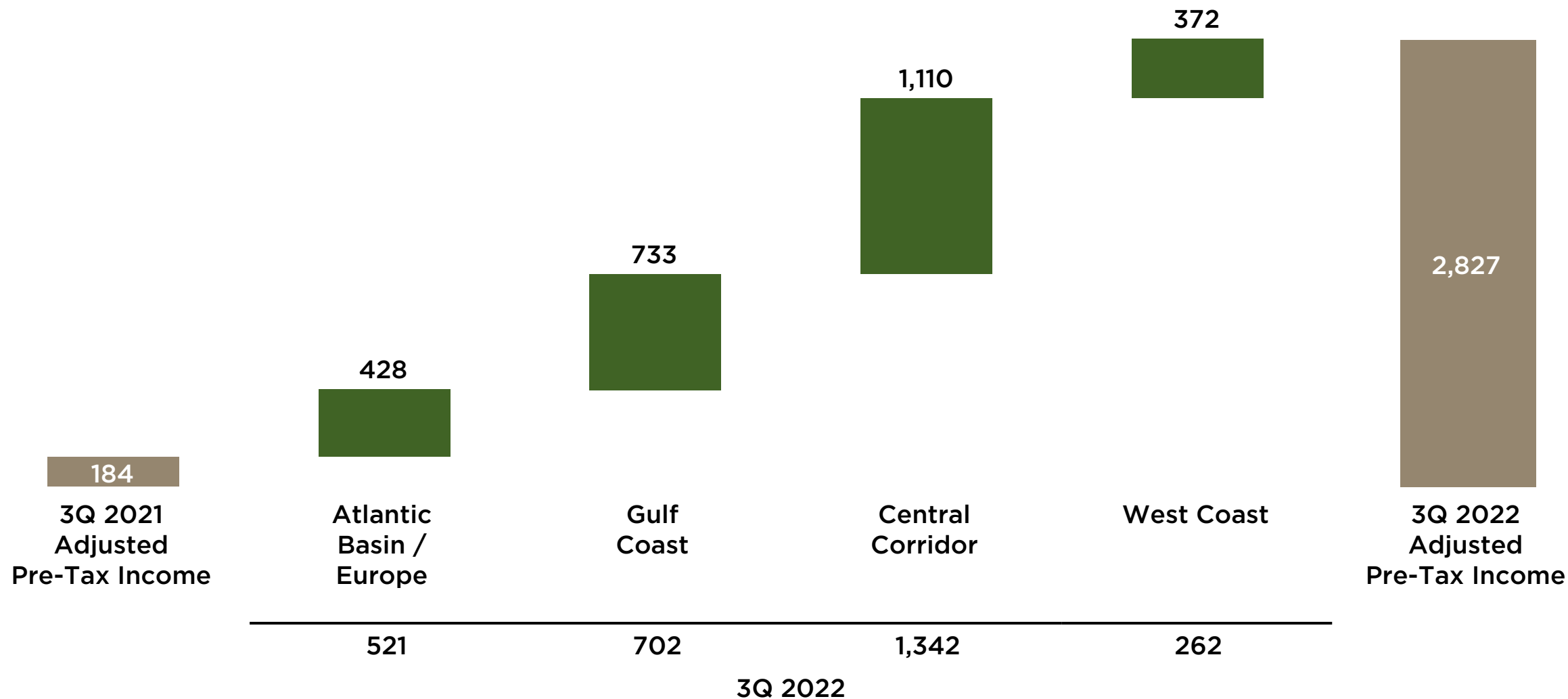
3Q 2022 Chemicals Adjusted Pre-Tax Income

3Q 2022 VS. 3Q 2021 (\$MM)



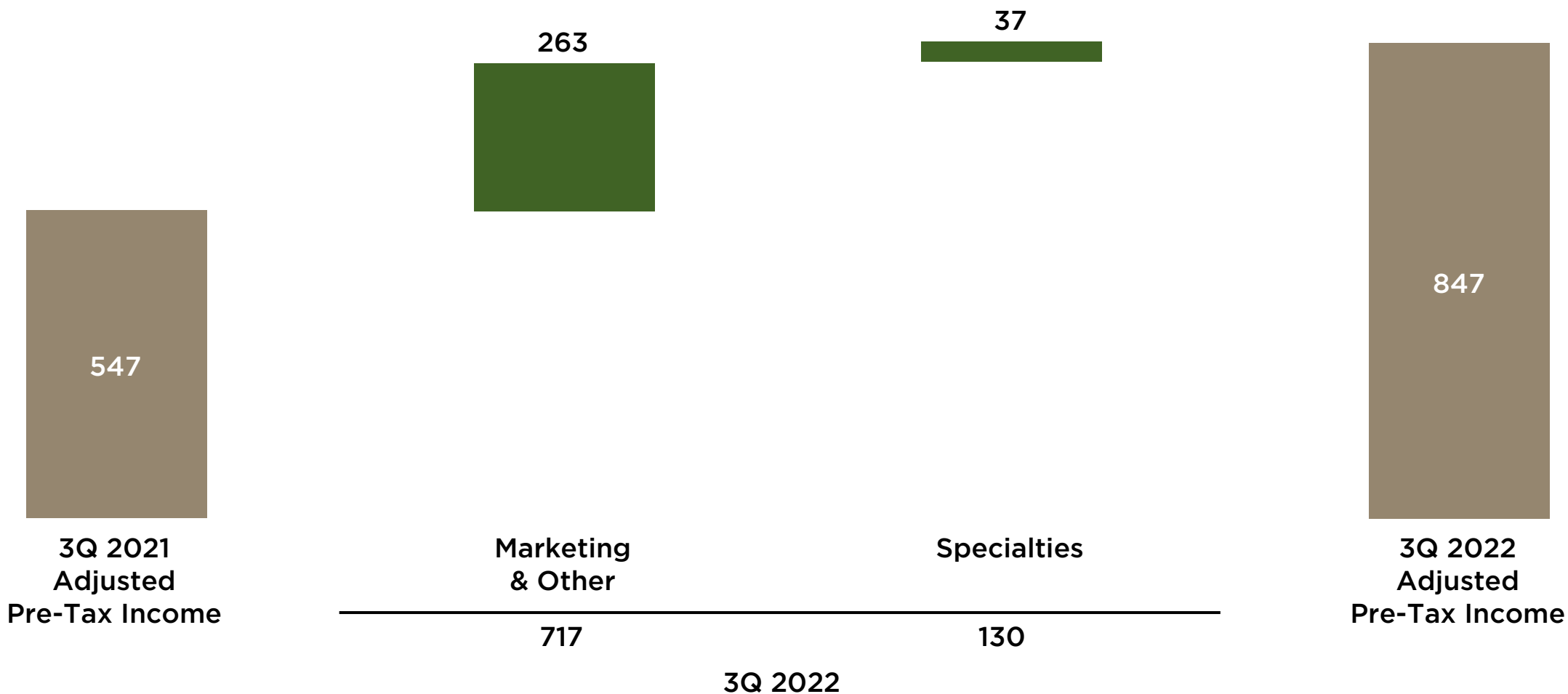
3Q 2022 Refining Adjusted Pre-Tax Income

3Q 2022 VS. 3Q 2021 (\$MM)



3Q 2022 Marketing & Specialties Adjusted Pre-Tax Income

3Q 2022 VS. 3Q 2021 (\$MM)



3Q 2022 Corporate & Other Adjusted Pre-Tax Loss

3Q 2022 VS. 3Q 2021 (\$MM)

3Q 2021
Adjusted
Pre-Tax Loss

(230)

Net Interest
Expense

12

Corporate
Overhead
& Other

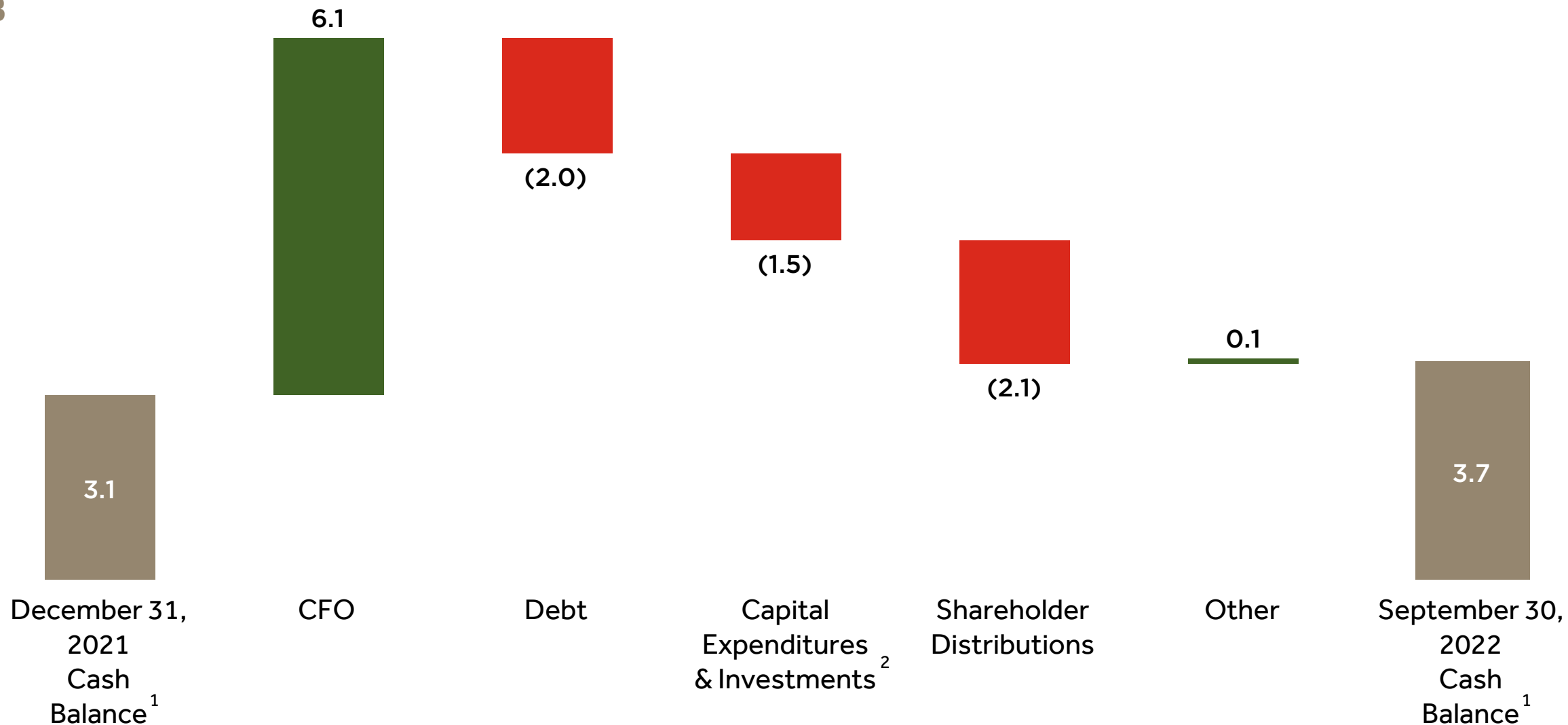
(28)

3Q 2022
Adjusted
Pre-Tax Loss

(246)

YTD 2022 Cash Flow

\$B



1) Includes cash and cash equivalents

2) Net of cash acquired

Non-GAAP Reconciliations

	Millions of Dollars Except as Indicated				
	2022			2021	
	Sep YTD	3Q	2Q	Sep YTD	3Q
Phillips 66					
Consolidated Earnings	\$ 9,140	5,391	3,167	44	402
Pre-Tax Adjustments:					
Impairments	—	—	—	1,496	1,298
Pension settlement expense	—	—	—	67	20
Hurricane-related costs	(7)	(24)	—	11	11
Winter-storm-related costs	—	—	—	65	—
Alliance shutdown-related costs ¹	26	—	26	—	—
Regulatory compliance costs	70	—	70	—	—
Restructuring costs	99	74	25	—	—
Merger transaction costs	13	13	—	—	—
Gain on consolidation	(3,013)	(3,013)	—	—	—
Tax impact of adjustments ²	649	681	(28)	(387)	(323)
Other tax impacts	25	—	25	(20)	(3)
Noncontrolling interests	—	—	—	(53)	(2)
Adjusted Earnings	\$ 7,002	3,122	3,285	1,223	1,403
Earnings Per Share of Common Stock (dollars)	\$ 19.31	11.16	6.53	0.08	0.91
Adjusted Earnings Per Share of Common Stock (dollars) ³	\$ 14.79	6.46	6.77	2.76	3.18

1) Costs related to the shutdown of the Alliance Refinery totaled \$26 million pre-tax in the second quarter of 2022. Shutdown-related costs recorded in the Refining segment include pre-tax charges for the disposal of materials and supplies of \$20 million and asset retirements of \$6 million recorded in depreciation and amortization expense.

2) We generally tax effect taxable U.S.-based special items using a combined federal and state annual statutory income tax rate of approximately 24%. Taxable special items attributable to foreign locations likewise use a local statutory income tax rate. Nontaxable events reflect zero income tax. These events include, but are not limited to, most goodwill impairments, transactions legislatively exempt from income tax, transactions related to entities for which we have made an assertion that the undistributed earnings are permanently reinvested, or transactions occurring in jurisdictions with a valuation allowance.

3) Q3 2022 and Q1 2022 are based on adjusted weighted-average diluted shares of 483,035 thousand and 450,129 thousand, respectively. Other periods are based on the same weighted-average diluted shares outstanding as that used in the GAAP diluted earnings per share calculation. Income allocated to participating securities, if applicable, in the adjusted earnings per share calculation is the same as that used in the GAAP diluted earnings per share calculation.

Non-GAAP Reconciliations

	Millions of Dollars Except as Indicated				
	2022			2021	
	Sep YTD	3Q	2Q	Sep YTD	3Q
Midstream					
Pre-Tax Income	\$ 4,179	3,645	292	1,017	629
Pre-Tax Adjustments:					
Impairments	—	—	—	208	10
Pension settlement expense	—	—	—	7	3
Winter-storm-related costs	—	—	—	2	—
Merger transaction costs	13	13	—	—	—
Gain on consolidation	(3,013)	(3,013)	—	—	—
Adjusted Pre-Tax Income	\$ 1,179	645	292	1,234	642
Chemicals					
Pre-Tax Income	\$ 804	135	273	1,408	631
Pre-Tax Adjustments:					
Pension settlement expense	—	—	—	20	2
Hurricane-related costs	—	—	—	1	1
Winter-storm-related costs	—	—	—	46	—
Adjusted Pre-Tax Income	\$ 804	135	273	1,475	634

Non-GAAP Reconciliations

	Millions of Dollars Except as Indicated				
	2022			2021	
	Sep YTD	3Q	2Q	Sep YTD	3Q
Refining					
Pre-Tax Income (Loss)	\$ 6,010	2,851	3,036	(2,895)	(1,126)
Pre-Tax Adjustments:					
Impairments	—	—	—	1,288	1,288
Pension settlement expense	—	—	—	32	12
Hurricane-related costs	(7)	(24)	—	10	10
Winter-storm-related costs	—	—	—	17	—
Alliance shutdown-related costs ¹	26	—	26	—	—
Regulatory compliance costs	70	—	70	—	—
Adjusted Pre-Tax Income (Loss)	\$ 6,099	2,827	3,132	(1,548)	184
Marketing & Specialties					
Pre-Tax Income	\$ 1,928	847	765	1,311	545
Pre-Tax Adjustments:					
Pension settlement expense	—	—	—	5	2
Adjusted Pre-Tax Income	\$ 1,928	847	765	1,316	547
Corporate & Other					
Pre-Tax Loss	\$ (829)	(320)	(260)	(728)	(231)
Pre-Tax Adjustments:					
Pension settlement expense	—	—	—	3	1
Restructuring costs	99	74	25	—	—
Adjusted Pre-Tax Loss	\$ (730)	(246)	(235)	(725)	(230)

1) Costs related to the shutdown of the Alliance Refinery totaled \$26 million pre-tax in the second quarter of 2022. Shutdown-related costs recorded in the Refining segment include pre-tax charges for the disposal of materials and supplies of \$20 million and asset retirements of \$6 million recorded in depreciation and amortization expense.

Non-GAAP Reconciliations

	Millions of Dollars Except as Indicated				
	2022			2021	
	Sep YTD	3Q	2Q	Sep YTD	3Q
Midstream - Transportation					
Pre-Tax Income	\$ 939	411	250	475	244
Pre-Tax Adjustments:					
Impairments	—	—	—	208	10
Winter-storm-related costs	—	—	—	1	—
Gain on consolidation	(182)	(182)	—	—	—
Adjusted Pre-Tax Income	\$ 757	229	250	684	254
Midstream - NGL & Other					
Pre-Tax Income	\$ 3,671	3,267	282	318	161
Pre-Tax Adjustments:					
Pension settlement expense	—	—	—	7	3
Winter-storm-related costs	—	—	—	1	—
Merger transaction costs	13	13	—	—	—
Gain on consolidation	(2,831)	(2,831)	—	—	—
Adjusted Pre-Tax Income	\$ 853	449	282	326	164

Non-GAAP Reconciliations

	Millions of Dollars Except as Indicated				
	2022			2021	
	Sep YTD	3Q	2Q	Sep YTD	3Q
Midstream - NOVONIX					
Pre-Tax Income (Loss)	\$ (431)	(33)	(240)	224	224
Pre-Tax Adjustments:					
None	—	—	—	—	—
Adjusted Pre-Tax Income (Loss)	\$ (431)	(33)	(240)	224	224

Non-GAAP Reconciliations

	Millions of Dollars Except as Indicated				
	2022			2021	
	Sep YTD	3Q	2Q	Sep YTD	3Q
Chemicals - Olefins & Polyolefins					
Pre-Tax Income	\$ 698	105	216	1,318	611
Pre-Tax Adjustments:					
Pension settlement expense	—	—	—	18	2
Winter-storm-related costs	—	—	—	44	—
Adjusted Pre-Tax Income	\$ 698	105	216	1,380	613
Chemicals - Specialties, Aromatics & Styrenics					
Pre-Tax Income	\$ 151	60	59	141	36
Pre-Tax Adjustments:					
Pension settlement expense	—	—	—	2	—
Hurricane-related costs	—	—	—	1	1
Winter-storm-related costs	—	—	—	2	—
Adjusted Pre-Tax Income	\$ 151	60	59	146	37
Chemicals - Other					
Pre-Tax Loss	\$ (45)	(30)	(2)	(51)	(16)
Pre-Tax Adjustments:					
None	—	—	—	—	—
Adjusted Pre-Tax Loss	\$ (45)	(30)	(2)	(51)	(16)

Non-GAAP Reconciliations

	Millions of Dollars Except as Indicated				
	2022			2021	
	Sep YTD	3Q	2Q	Sep YTD	3Q
Refining - Atlantic Basin / Europe					
Pre-Tax Income (Loss)	\$ 1,757	521	1,093	(173)	90
Pre-Tax Adjustments:					
Pension settlement expense	—	—	—	4	2
Hurricane-related costs	—	—	—	1	1
Winter-storm-related costs	—	—	—	1	—
Regulatory compliance costs	9	—	9	—	—
Adjusted Pre-Tax Income (Loss)	\$ 1,766	521	1,102	(167)	93
Refining - Gulf Coast					
Pre-Tax Income (Loss)	\$ 1,593	726	863	(1,850)	(1,333)
Pre-Tax Adjustments:					
Impairments	—	—	—	1,288	1,288
Pension settlement expense	—	—	—	13	5
Hurricane-related costs	(7)	(24)	—	9	9
Winter-storm-related costs	—	—	—	9	—
Regulatory compliance costs	26	—	26	—	—
Alliance shutdown-related costs ¹	26	—	26	—	—
Adjusted Pre-Tax Income (Loss)	\$ 1,638	702	915	(531)	(31)

1) Costs related to the shutdown of the Alliance Refinery totaled \$26 million pre-tax in the second quarter of 2022. Shutdown-related costs recorded in the Refining segment include pre-tax charges for the disposal of materials and supplies of \$20 million and asset retirements of \$6 million recorded in depreciation and amortization expense.

Non-GAAP Reconciliations

	Millions of Dollars Except as Indicated				
	2022			2021	
	Sep YTD	3Q	2Q	Sep YTD	3Q
Refining - Central Corridor					
Pre-Tax Income (Loss)	\$ 1,697	1,342	490	(101)	229
Pre-Tax Adjustments:					
Pension settlement expense	—	—	—	9	3
Winter-storm-related costs	—	—	—	7	—
Regulatory compliance costs	22	—	22	—	—
Adjusted Pre-Tax Income (Loss)	\$ 1,719	1,342	512	(85)	232
Refining - West Coast					
Pre-Tax Income (Loss)	\$ 963	262	590	(771)	(112)
Pre-Tax Adjustments:					
Pension settlement expense	—	—	—	6	2
Regulatory compliance costs	13	—	13	—	—
Adjusted Pre-Tax Income (Loss)	\$ 976	262	603	(765)	(110)

Non-GAAP Reconciliations

	Millions of Dollars Except as Indicated				
	2022			2021	
	Sep YTD	3Q	2Q	Sep YTD	3Q
Marketing & Specialties - Marketing & Other					
Pre-Tax Income	\$ 1,576	717	656	1,052	452
Pre-Tax Adjustments:					
Pension settlement expense	—	—	—	5	2
Adjusted Pre-Tax Income	\$ 1,576	717	656	1,057	454
Marketing & Specialties - Specialties					
Pre-Tax Income	\$ 352	130	109	259	93
Pre-Tax Adjustments:					
None	—	—	—	—	—
Adjusted Pre-Tax Income	\$ 352	130	109	259	93

Non-GAAP Reconciliations

	Millions of Dollars (Except as Indicated)				
	3Q 2022				
	Atlantic Basin/ Europe	Gulf Coast	Central Corridor	West Coast	Worldwide
Realized Refining Margins					
Income before income taxes	\$ 521	726	1,342	262	2,851
Plus:					
Taxes other than income taxes	14	18	16	31	79
Depreciation, amortization and impairments	50	54	36	76	216
Selling, general and administrative expenses	27	12	17	9	65
Operating expenses	311	263	178	452	1,204
Equity in (earnings) losses of affiliates	2	1	(294)	—	(291)
Other segment (income) expense, net	2	—	4	(1)	5
Proportional share of refining gross margins contributed by equity affiliates	22	—	517	—	539
Special items:					
None	—	—	—	—	—
Realized refining margins	\$ 949	1,074	1,816	829	4,668
 Total processed inputs (thousands of barrels)	 49,420	 50,435	 25,167	 28,897	 153,919
Adjusted total processed inputs (thousands of barrels) ¹	49,420	50,435	46,857	28,897	175,609
 Income before income taxes (dollars per barrel) ²	 \$ 10.54	 14.39	 53.32	 9.07	 18.52
Realized refining margins (dollars per barrel)	\$ 19.22	21.29	38.76	28.64	26.58

1) Adjusted total processed inputs include our proportional share of processed inputs of an equity affiliate.

2) Income before income taxes divided by total processed inputs.



Non-GAAP Reconciliations

	Millions of Dollars Except as Indicated	
	September 30, 2022	
Total Debt	\$	17,657
Total Equity		33,345
Debt-to-Capital Ratio		35 %
Total Cash	\$	3,744
Net Debt-to-Capital Ratio		29 %

Non-GAAP Reconciliations

	Millions of Dollars		
	3Q 2022		
	Growth	Sustaining	Total
Capital Expenditures and Investments			
Midstream	\$ 352	110	462
Refining	108	102	210
Marketing & Specialties	16	14	30
Corporate & Other	3	30	33
Capital Expenditures and Investments	\$ 479	256	735

	Millions of Dollars		
	2022 September YTD		
	Growth	Sustaining	Total
	\$ 534	198	732
	299	302	601
	31	29	60
	3	85	88
	\$ 867	614	1,481

Non-GAAP Reconciliations

	Millions of Dollars Except as Indicated	
	3Q 2022	
Effective Tax Rates		
Income before income taxes	\$	7,158
Special items		(2,950)
Adjusted income before income taxes	\$	4,208
Income tax expense	\$	1,618
Special items		(681)
Adjusted income tax expense	\$	937
GAAP effective tax rate		22.6 %
Adjusted effective tax rate		22.3 %